TWO YEAR POST GRADUATE DIPLOMA IN MANAGEMENT:
AGRIBUSINESS AND PLANTATION MANAGEMENT

(PGDM-ABPM) 2020-22 (20\textsuperscript{th} BATCH)
NBA Accredited and Equivalent to MBA by AIU*

THE INSTITUTE
Indian Institute of Plantation Management (IIPM), centre of excellence and the first-of-its-kind National Institute, was established at the initiative of the Ministry of Commerce & Industry, Government of India. The Institute is co-promoted by the Commodity Boards of India, viz., Coffee Board, Rubber Board, Tea Board, Spices Board, Tobacco Board, Plantation Industry & Associations. IIPM has been conceived as a world renowned academic institution focusing in the field of plantation & associated agribusiness and commodity management education. IIPM has educational membership with The Association to Advance Collegiate Schools of Business (AACSB-USA) & European Foundation for Management Development (EFMD-Brussels) and obtained permanent accreditation from Higher Learning Accreditation Commission of Texas (HLACT-USA).

* applied to NBA for extension beyond June 2019
I am pleased to welcome you to Indian Institute of Plantation Management (IIPM). IIPM has served as the nation’s comprehensive sectoral institution of higher education. We are advancing Institute’s excellence in agribusiness, commodities and plantations business education through excellence in teaching, research, on-site industry executive development programme and consultancy services. We continue to rank among the nation’s best Intensive-Institute-Industry-Interactive (4Is) sector school. IIPM is both the Ministry of Commerce & Industry, COI / Commodity Boards of India endowed organization and the plantation industry grant institution. More than 45,200 executives, corporate managers, planters, Small & Medium Entrepreneurs, Commodity Boards officials, R & D scientists and students around the country and other developing nations have participated in our programs. Our campus is set in a beautiful landscape with a spectacular view of Bengaluru – a highly living environment that encourages interaction and camaraderie. Our distinguished faculty have extensive ties with the leading agribusiness, commodity, food and plantation industries. The institute also tend to invite the best leaders / industry experts into the programs as visiting faculty and guest speakers. These initiatives deliver on our mission to generate a leading-edge knowledge and world class leaders.

I invite you to our campus to explore further with our faculty and students on limitless opportunities that make IIPM, a truly special place.

Prof. V. G. Dhanakumar
PGDM-ABPM, Professional Management Programme aims at providing management education to the entrants in the plantation and associated agribusiness sector. The programme is aimed at combining grassroots action with global competition and equips the students for managerial positions in Plantation and Agribusiness Industries. The programme is unique in its kind, opening plentiful career advancement opportunities in the sector.

Curriculum Outline and Contents

Programme Duration: 24 months Residential Programme commencing July 2020.

The programme is divided into 6 classroom trimesters covering 102 credits including Corporate Training Segment (summer internship) of 12 weeks. It integrates operational, behavioural, managerial and strategic aspects of business with a fusion of knowledge, skill, attitude, values and ethics. Intensive-Institute-Industry- Interactive brings experts from plantation and associated agribusiness closer to the student community and the programme is customized to suit their requirements. The curriculum is also updated periodically catering to the ever changing needs of industry. Students also have opportunities to interact with industry leaders through vision building talks.

Programme Structure and Credit Hours:

<table>
<thead>
<tr>
<th>Trimester – I (July – October)</th>
<th>Fundamental</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.1 Understanding Individual Behaviour</td>
<td>Credits: 18</td>
</tr>
<tr>
<td>1.2 Business Communication - Oral</td>
<td></td>
</tr>
<tr>
<td>1.3 Financial Accounting for Management</td>
<td></td>
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<tr>
<td>1.4 Computer Application for Agribusiness</td>
<td></td>
</tr>
<tr>
<td>1.5 Managerial Economics</td>
<td></td>
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<tr>
<td>1.6 Quantitative Techniques</td>
<td></td>
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<tr>
<td>Duration: 12 weeks</td>
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<table>
<thead>
<tr>
<th>Trimester – II (October – January)</th>
<th>Functional</th>
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<tbody>
<tr>
<td>2.1 Human Resource Management</td>
<td>Credits: 18</td>
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<tr>
<td>2.2 Marketing Management</td>
<td></td>
</tr>
<tr>
<td>2.3 Cost &amp; Management Accounting</td>
<td></td>
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<tr>
<td>2.4 Plantation &amp; Agri-Commodity: Field Management</td>
<td></td>
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<tr>
<td>2.5 Economic Environment and Policy</td>
<td></td>
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<tr>
<td>2.6 Business Communication - Written</td>
<td></td>
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<tr>
<td>Duration: 12 weeks</td>
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<table>
<thead>
<tr>
<th>Trimester – III (February – May)</th>
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</thead>
<tbody>
<tr>
<td>3.1 Organizational Behaviour &amp; Development</td>
<td>Credits: 18</td>
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<tr>
<td>3.2 Rural Marketing</td>
<td></td>
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<tr>
<td>3.3 Research Methodology &amp; Data Analysis</td>
<td></td>
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<tr>
<td>3.4 Customer Orientation &amp; Relationship Management</td>
<td></td>
</tr>
<tr>
<td>3.5 Production and Operations Management for Plantation and Agri-Commodity</td>
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<tr>
<td>3.6 Financial Management &amp; Capital Markets</td>
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<tr>
<td>Duration: 12 weeks</td>
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<thead>
<tr>
<th>Corporate Training Segment (May – July)</th>
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<tbody>
<tr>
<td>Duration: 12 weeks</td>
<td>Credits: 4</td>
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<tr>
<th>Trimester – IV (July – October)</th>
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<tbody>
<tr>
<td>4.1 Strategic Management</td>
<td>Credits: 15</td>
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<tr>
<td>4.2 Contracts &amp; Legal Aspects of Agribusiness</td>
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<tr>
<td>4.3 E-Commerce and Digital Marketing</td>
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<tr>
<td>4.4 Value Addition, Logistics &amp; Supply Chain Management</td>
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<tr>
<td>4.5 International Business Management</td>
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<tr>
<td>Duration: 12 weeks</td>
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<table>
<thead>
<tr>
<th>Trimester – V (October – January)</th>
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<tbody>
<tr>
<td>5.1 Agri-Input Marketing</td>
<td>Credits: 13.5</td>
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<tr>
<td>5.2 International Commodity Management</td>
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<tr>
<td>5.3 Commodity Spot and Derivative Market</td>
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<tr>
<td>5.4 Banking &amp; Small Financial Institutions</td>
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<tr>
<td>5.5 Procurement Management (1.5)</td>
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<tr>
<td>Duration: 12 weeks</td>
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<tr>
<th>National / International Study</th>
<th>04 Weeks</th>
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<tr>
<th>Trimester – VI (February – May)</th>
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<tbody>
<tr>
<td>6.1 Branding and Retail Management</td>
<td>Credits: 13.5</td>
</tr>
<tr>
<td>6.2 Managing Farmer’s Organizations &amp; Small Enterprises</td>
<td></td>
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<tr>
<td>6.3 Management Control Systems</td>
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<tr>
<td>6.4 Strategic Agribusiness Management (1.5)</td>
<td></td>
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<tr>
<td>6.5 Thesis Writing &amp; Viva</td>
<td></td>
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<tr>
<td>Duration: 12 weeks</td>
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<table>
<thead>
<tr>
<th>Career Planning &amp; Development</th>
<th>08 weeks</th>
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<tr>
<th>Specialization and Focused Areas – 9 Credits</th>
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Total 100 weeks

Credits: 102
Indian Institute of Plantation Management (IIPM) Bangalore introduces a twinning program (optional) with Royal Agricultural University (RAU) Cirencester, UK to provide a platform for pursuing a first-of-its-kind Post Graduation Program in Agribusiness and Plantation Management (ABPM) with a scope to gain global exposure and innovative multi-cultural learning. Established in 1845, RAU is the first agricultural institution in the English-speaking world. The university has been at the forefront of agricultural education by combining knowledge and industry connections with an innovative forward thinking approach.

Interested students will complete the first year of the program at IIPM Bangalore. During second year of the program, students will spend 6-8 months at RAU in UK and complete equivalent credits as per the requirement of IIPM-ABPM program. On completion of the program, students will obtain a PGDM-ABPM degree awarded by IIPM Bangalore plus a postgraduate award from the RAU-Cirencester, UK.

Features of the Program:
♦ Providing an excellent opportunity to management graduates for gaining a global perspective on agribusiness thereby broadening their scope to be placed globally.
♦ Offering a unique opportunity of exposure to UK culture and work ethics that would enhance global competitiveness.
♦ Delivering an international academic and cultural experience through exposure to world class teaching methodologies.
♦ Students will have to pay applicable tuition fee directly to RAU.

Faculty and Students Excellence
Pursuing PGDM-ABPM (accredited by NBA) at IIPM is indeed a fascinating dream for many students and practitioners. The multicultural ambience, various courses catering to the demands of agribusiness sector and placement record have been attracting plenty of aspirants.

Our professors with national and international exposure and recognition, train and equip the future managers based on their research and consultancy on various disciplines. Individual development of students is ensured by maintaining a faculty-to-students ratio of 1:15. Students are encouraged to develop their scholarly talents and discover new intellectual interests. IIPM is a dynamic community filled with opportunities to be tapped. The commitment to teaching and intensive interaction with industry is a hallmark of IIPM.

Our Recognitions
The PGDM programme has been accredited by National Board of Accreditation (NBA) and given equivalence to MBA by AIU.

India’s Most Trusted Education Award 2019
India’s Education Excellence Award 2018
Education Leadership Award 2018
Indian Agribusiness Excellence Award, 2017
ASSOCHAM National Educational Excellence Award, 2016
Indo-Global Educational Excellence Award, 2015
DNA Star Group Innovative B-School Award, 2015
Indian Leadership Award of Education Excellence 2014

The Institute has educational membership with The Association to Advance Collegiate Schools of Business (AACSB-USA) & European Foundation for Management Development (EFMD-Brussels) and obtained permanent accreditation from Higher Learning Accreditation Commission of Texas (HLACT-USA).
Teaching and Learning

IIPM contributes to students through three primary activities: teaching, research and corporate training/internship. The Faculty and academic facilities viz., library, computer centre, technical lab, knowledge resource centre, career development unit, campus and academic ambience are unsurpassed by those of any institutions. The institute offers its teaching and learning transactions through lectures, video, seminar, group work, case study method, issue analysis, cyber learning, role plays, tasting (sensory test for product innovation), market survey, field & industry visits, study abroad and guest lectures. The Knowledge Resource Centre of the institute is equipped with state-of-the-art, digital language and communication skills lab, where students get a hands on experience to acquire business communication skills.

PGDM-ABPM (approved by AICTE) offers a range of sector-specific courses to meet the requirements of industry. The faculty carefully craft curriculum and develop effective Assurance of Learning (AoL) resources and best practices for student learning. The classroom sessions are supplemented with lecture, video, seminar, group work, role-play, cup tasting (sensory test), field & industrial visit, study abroad and guest lecture.

ABPM Study Abroad Program

IIPM Study Abroad Program unit sponsors a variety of learning and non-credit courses that enroll students each year, making it one of the pioneer providers of agribusiness and plantation management study abroad. The study aims at:

Exposure to multinational companies and learning from reputed faculty from countries such as, Singapore, Malaysia, Thailand, China, USA, Africa and Indonesia. Establishing link between agribusiness, commodity and plantations, oporationization and academics expertise around the world.

Alumni Networks

Alumni networks helps the students in various ways, e.g. providing assistance in Corporate Training Segment of the programme, handling few sessions through experience sharing, as well as providing conceptual inputs on latest ideas from industry.

Admission & Selection

- The essential qualification for admission is a Bachelor’s Degree from a recognized university or institution with minimum 50% marks or equivalent CGPA (45% in case of SC, ST and Persons with Disability) in agricultural and allied sciences or any other discipline
- NRI / PIO / Foreign students can also apply.
- The candidates must have a valid score of CAT / MAT / ATMA / CMAT exam.
- Selection will be on the basis of academic record, test scores, writing skill and performance in group discussion and personal interview.

Valid Tests for Admission | Last Date for Submitting Filled-in Application Forms to IIPM, Bangalore | Test Dates |
--- | --- | --- |
CAT Aspirants | 29th February 2020 | As per Schedule |
MAT Aspirants |
ATMA Aspirants |
PAT Aspirants |

Reservation

The Reservation for SC / ST / OBC / PWD / EWS candidates is applicable as per the Government of India rules, subject to meeting the other eligibility criteria for admission.

Scholarships


Sponsored Candidates

In the admission process, sponsored candidates are given due weightage for their experience. Candidates can take admission under the following five categories of sponsorship:

i) Sponsored by the Plantation Companies and Agri-Business Corporates.
ii) Plantation owners.
iii) Sponsorship by Central and State Governments.
iv) Sponsorship by International agencies and SAARC countries.
v) In addition to above, candidates can also be sponsored by NRIs and PIOs.
### Career Development Service (CDS)

The CDS facilitate students to identify their potential skills and nurture them to be employable in their preferred sector. There are immense career opportunities to serve anywhere in the value chain and in all functional areas of sectors such as Agri-inputs, Allied inputs, Banking, Supply Chain Management, Plantations, Retail, Food Processing, Commodities, Service Sector, Consultancy, International assignment etc., Career development record has been bright and attractive. Graduates of the Institute are observed in leading agribusiness, commodity and plantation companies within the country and in African, South East Asia, Europe, Western Countries etc.,

### Indicative list of organizations where our students are placed:

#### Agri Inputs
- ADAMA India Pvt. Ltd.
- Advanta India Limited
- AgroStar India (Ulink)
- Baytens CropScience
- Bharat Insecticides Limited
- Biostatd India
- Chambal Fertilizers and Chemicals Limited
- Coromandel International
- Dhanuka Agritech Private Limited
- EPC Industries
- Excel Crop Care Limited
- Godrej Agrovet Limited
- H M Clause
- Hitfield-Ag
- Kalash Seeds
- Mati Mate Agromart Pvt. Ltd.
- Matix Fertilizers
- Netafirm India
- Rallis India Limited (A TATA Enterprise)
- Rasi Seeds
- Sinochem India
- Sumitomo Chemicals
- Syngenta India Limited
- Willowood Agrochemicals
- Yara Fertilizers

#### Allied Inputs
- Alltech Biotech
- Avanti Feeds
- Biocon India Limited
- DuPont India
- Sequoia Biosolutions
- United Alacrity India

#### Banking / Finance
- Axis Bank
- HDFC Bank
- ICICI Bank
- ICICI Prudential
- National Bank for Agriculture and Rural Development (NABARD)
- Reserve Bank of India
- Samastha Microfinance
- Samunnati Agri-Value Chain
- Spandana Spoonthi Microfinance
- Ujjivan Small Finance Bank

#### Commodities
- Destimoney Securities Pvt. Ltd.
- Export Trading Group
- Indian Commodities Pvt. Ltd.
- Karvy ComTrade
- Kotak Commodities
- LKP Securities Limited
- Louis Dreyfus Commodities
- National Commodity & Derivatives Exchange Ltd. (NCDEX)
- NCDEX-eMarkets Limited
- Nirmal Bang Securities
- Origo Commodities
- State Trading Corporation Limited (STCL)

#### Food Processing
- Adani Agrifresh
- Eurovenilla India
- Grafax Cotton
- Griffith Laboratories
- GrowerZampa Wineyards
- ITC India Limited
- Kancor Ingredients
- Nakoda Dairy
- Natural Remedies Pvt. Ltd.
- Parle Agro Industries Pvt. Ltd.
- PepsiCo India
- Sresta Naturals (24Mantra Organics)
- Suguna Foods
- Waycool Foods and Products

#### Certification/NGOs
- Adit Organic Certification Pvt. Ltd.
- INI Technologies Limited
- International Competence Centre for Organic Agriculture (ICCOA)
- National Skills Foundation of India (NSFI)
- Pragya India
- The Global Green Company
- Vegetable Growers Association of India (VGAI)

#### Plantations
- Assam Company Limited
- AVT Plantations
- Deejay Group
- Glenworth India (Waterfall Estates)
- Goodricke Plantations
- Growmore Biotech
- Harrisons Malayalam Limited (HML)
- ITC- PSPD
- Manjushree Plantations
- McLeod Russel
- Poabs Organic Estates
- Sona Valliappa Group
- Tata Coffee Limited
- West Farm Plantations

#### Retail
- Aditya Birla Retail Limited
- BigBasket.com
- D’Art India (Retail Design Solutions)
- Hypercity India
- Max Hypermarkets India (SPAR)
- Metro Cash and Carry Limited
- Myntra India
- Reliance Retail Limited
- Spencer’s Retail (RPG Group)

#### Research
- Agriculture Skills Council of India (ASCI)
- Beroe Inc.
- CropIn Technology
- Eka Plus Software Solutions
- eThota Technology Solutions
- FASAL
- Future Greens
- Global Agrisystems Pvt. Ltd.
- International Agriculture Consultancy Group (IACG)
- Markets and Markets
- Mordor Intelligence
- TransGraph Consulting Pvt. Ltd.
- Vrutti Livelihood Resource Centre
- Way2Agribusiness.com
Detailed fee structure including other expenses is provided in the table below:

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Particulars</th>
<th>1st Year fee</th>
<th>2nd Year fee</th>
<th>1st Year fee</th>
<th>2nd Year fee</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Hostel A &amp; B</td>
<td>Hostel C</td>
<td>Hostel A &amp; B</td>
<td>Hostel C</td>
</tr>
<tr>
<td>1</td>
<td>Tuition Fee : Rs. 5,35,000/- (2 years)</td>
<td>Rs. 2,65,000.00</td>
<td>Rs. 2,70,000.00</td>
<td>Rs. 2,65,000.00</td>
<td>Rs. 2,70,000.00</td>
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<tr>
<td>1</td>
<td>a. Rs. 1,32,500/- First instalment (1st year)</td>
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<tr>
<td>1</td>
<td>b. Rs. 1,32,500/- Second instalment (1st Year)</td>
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</tr>
<tr>
<td>2</td>
<td>Hostel fee/HK-Maintenance, Electricity &amp; Water Charges</td>
<td>Rs. 49,200.00</td>
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<td>Rs. 49,200.00</td>
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<tr>
<td>3</td>
<td>Block A &amp; B – Rs. 4100/- pm per room with common toilets</td>
<td>Rs. 54,000.00</td>
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<td>Rs. 54,000.00</td>
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<tr>
<td>3*</td>
<td>Block C – Rs. 4500/- pm per room with attached toilets (only for ladies)</td>
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<td>Rs. 67,405.00</td>
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<td>Rs. 67,405.00</td>
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<tr>
<td>4</td>
<td>Mess &amp; cafeteria maintenance/ Service charges for (Ten months)</td>
<td>Rs. 67,405.00</td>
<td>Rs. 67,405.00</td>
<td>Rs. 67,405.00</td>
<td>Rs. 67,405.00</td>
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<tr>
<td>4</td>
<td>Computer Lab/Internet (excluding consumables)</td>
<td>Rs. 20,000.00</td>
<td>Rs. 20,000.00</td>
<td>Rs. 20,000.00</td>
<td>Rs. 20,000.00</td>
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<td>5</td>
<td>Library fee for 2 years</td>
<td>Rs. 10,000.00</td>
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<td>Rs. 10,000.00</td>
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<tr>
<td>6</td>
<td>CTS / Career Development Services Fee</td>
<td>Rs. 5,000.00</td>
<td>Rs. 5,000.00</td>
<td>Rs. 5,000.00</td>
<td>Rs. 5,000.00</td>
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<tr>
<td>7</td>
<td>Student Welfare (Sports, co-curricular activities, Insurance, ID card, Alumni)</td>
<td>Rs. 4,000.00</td>
<td>Rs. 4,000.00</td>
<td>Rs. 4,000.00</td>
<td>Rs. 4,000.00</td>
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<tr>
<td>8</td>
<td>Field/Industry Study Expenses</td>
<td>Rs. 15,000.00</td>
<td>Rs. 15,000.00</td>
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<td>9</td>
<td>Refundable Caution Deposit (Subject to adjustments if any)</td>
<td>Rs. 10,000.00</td>
<td>Rs. 10,000.00</td>
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<tr>
<td>10</td>
<td>Convocation Fee</td>
<td>Rs. 3,000.00</td>
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<td>Rs. 3,000.00</td>
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<td><strong>Sub Total - I</strong></td>
<td>Rs. 4,45,605.00</td>
<td>Rs. 4,50,405.00</td>
<td>Rs. 4,18,605.00</td>
<td>Rs. 4,23,405.00</td>
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Fee for NRI / PIO total Package (all inclusive)

- $ 7100
- $ 6800

**OPTIONAL**

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<tr>
<th>Sl. No.</th>
<th>Particulars</th>
<th>1st Year</th>
<th>2nd Year</th>
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<tbody>
<tr>
<td>1</td>
<td>Study Abroad on PGDM-ABPM for International Visit with Valid Passport</td>
<td>Rs. 50,000.00</td>
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<tr>
<td>2</td>
<td>Laptop</td>
<td>Rs. 45,000.00</td>
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<tr>
<td>3</td>
<td>Books and reading material expenses @ Rs. 4,000/- per Trimester</td>
<td>Rs. 12,000.00</td>
<td>Rs. 12,000.00</td>
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**Grand Total I & II**

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<thead>
<tr>
<th>Sl. No.</th>
<th>Particulars</th>
<th>1st Year</th>
<th>2nd Year</th>
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<tbody>
<tr>
<td></td>
<td></td>
<td>Rs. 5,52,605.00</td>
<td>Rs. 5,57,405.00</td>
</tr>
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* Allotment based on availability & on first cum first fee payer basis.
** Subject to change as per CPI
Loan Facilities
As PGDM-ABPM programme is AICTE approval & NBA accredited, education loan can be easily availed from any nationalized banks.

How to Apply
Kindly visit our website www.iipmb.edu.in for submitting your online application form. The application fee of Rs. 1000/- (Rs. 500/- for SC/ST/Pwd candidates, with relevant certificates) can be made through internet banking / NEFT / RTGS payment or DD in favour of “Indian Institute of Plantation Management” payable at Bengaluru.

Mrs. Seema Bai
Academic Programme Associate
Programme Office
Indian Institute of Plantation Management
Jnana Bharathi Campus, P.O. Malathalli, Bengaluru -560 056,